



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DSCP Clothing & Textiles

WARFIGHTER SUPPORT ENHANCEMENT

STEWARDSHIP EXCELLENCE

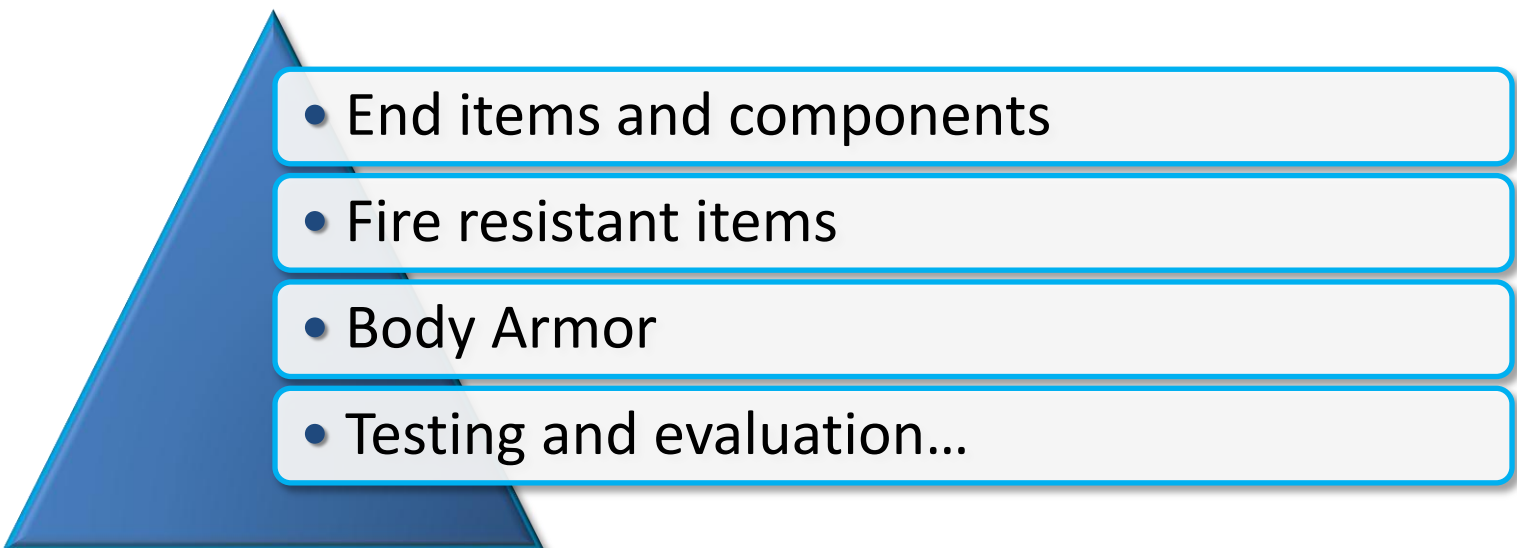
WORKFORCE DEVELOPMENT

Distribution approved for Public Release; distribution unlimited, per DoD 5230.24 and OPSEC/Security Review conducted 20 July 2010.



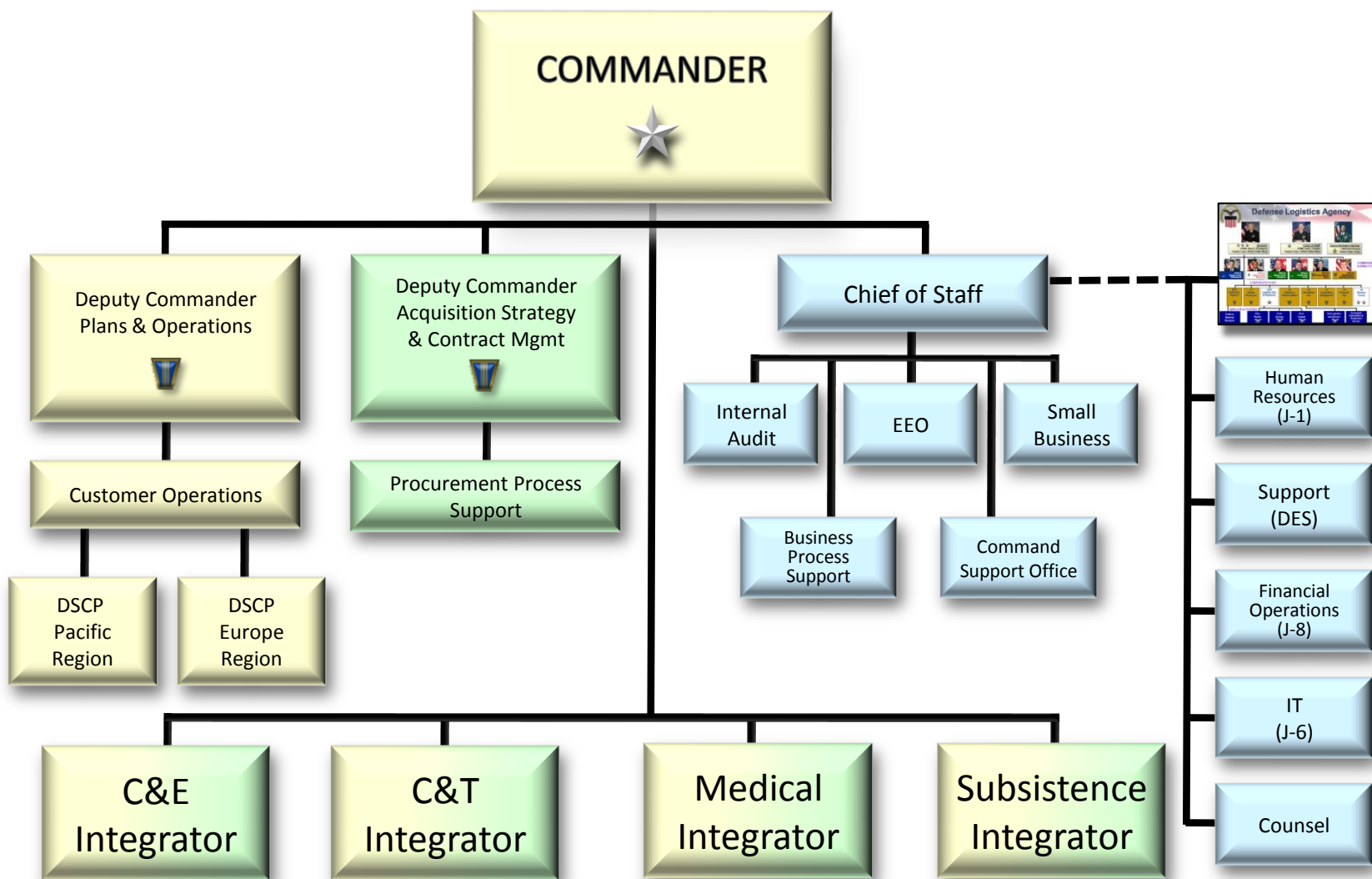
Clothing & Textiles Mission

Provide dress and field uniforms, field gear, tentage, and personal chemical protective items to the Armed Forces in peace and in war

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- End items and components
 - Fire resistant items
 - Body Armor
 - Testing and evaluation...



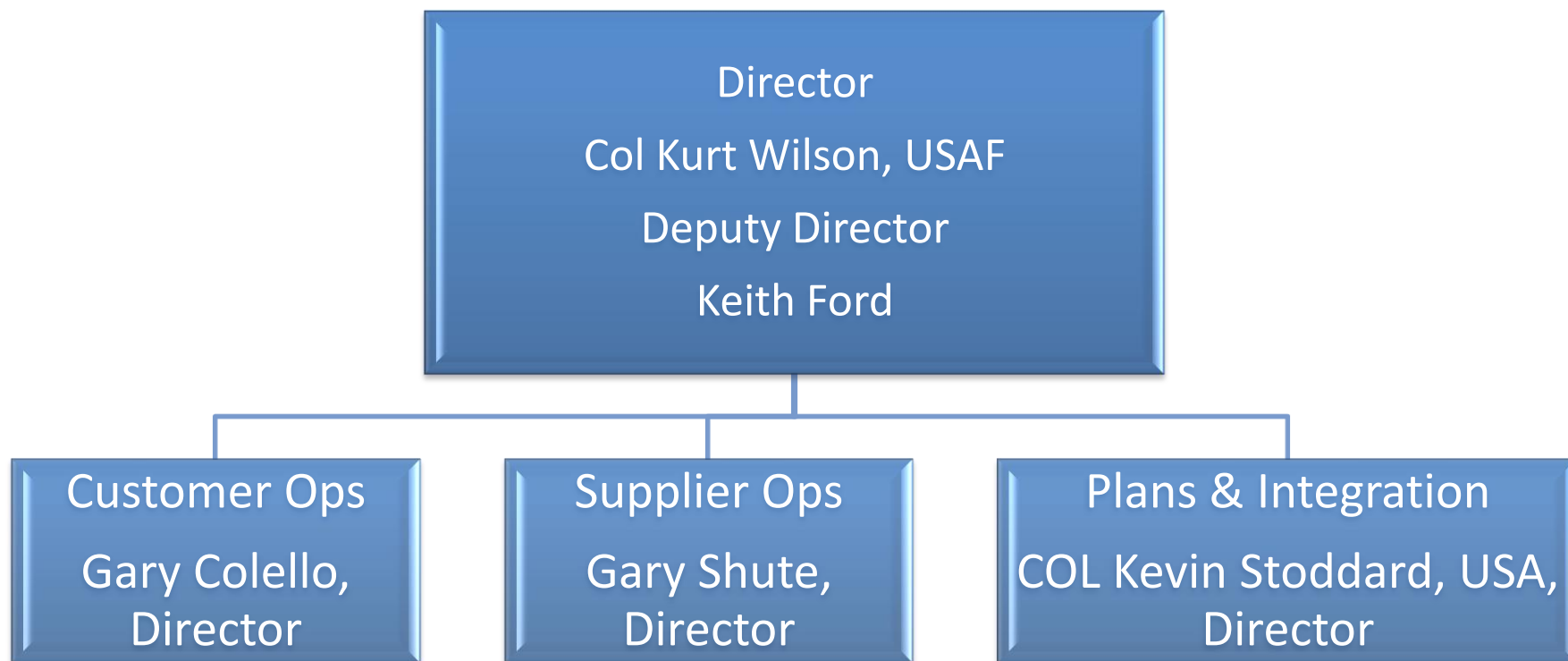
Troop Support Command





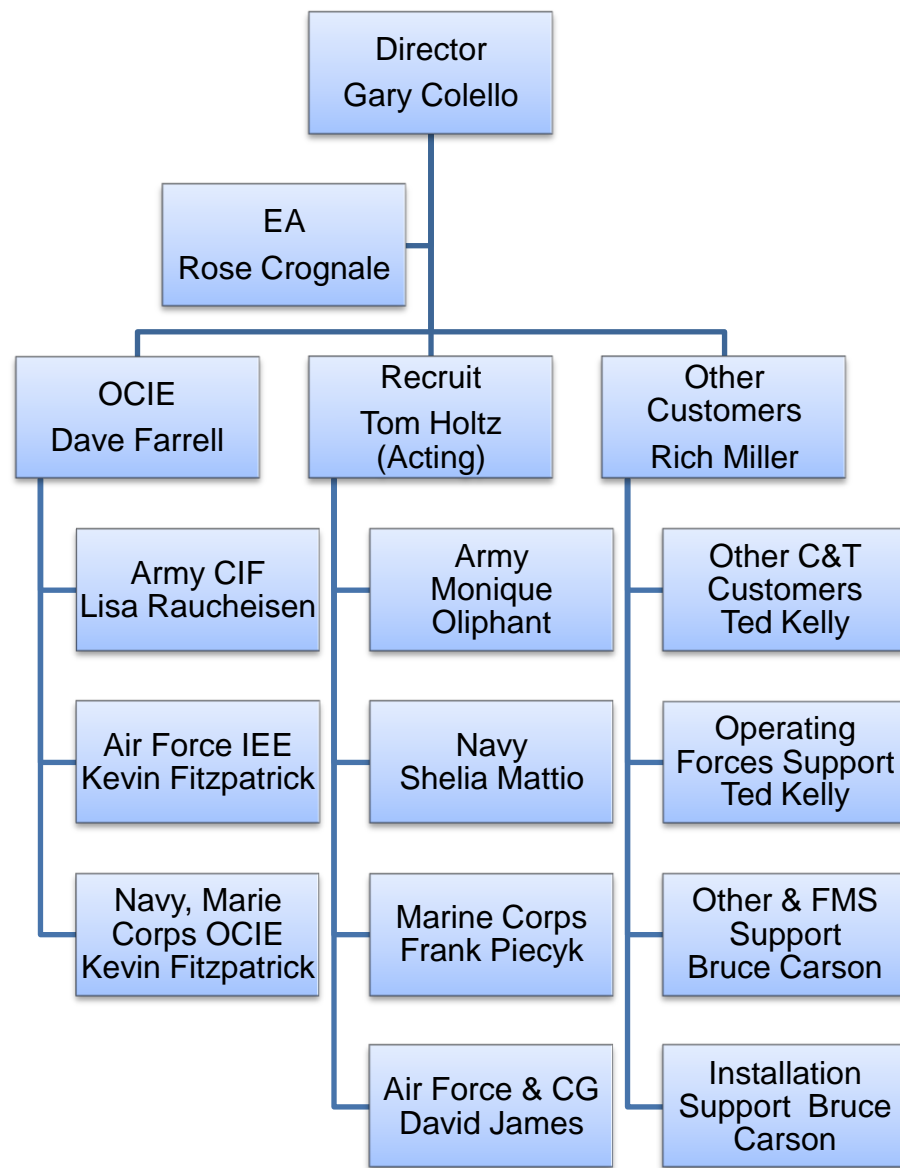
Clothing & Textiles

Our Management Team



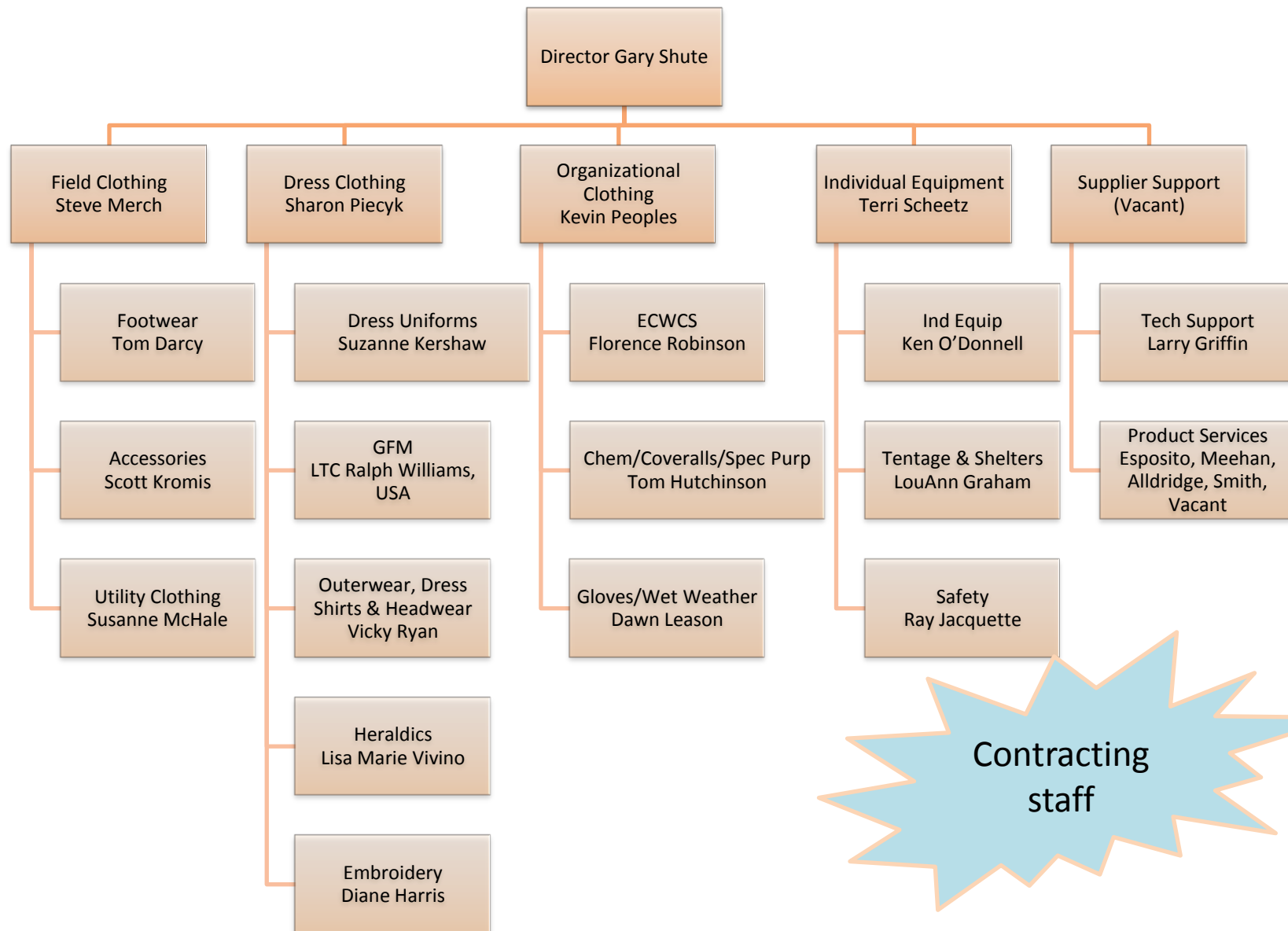


C&T Customer Operations



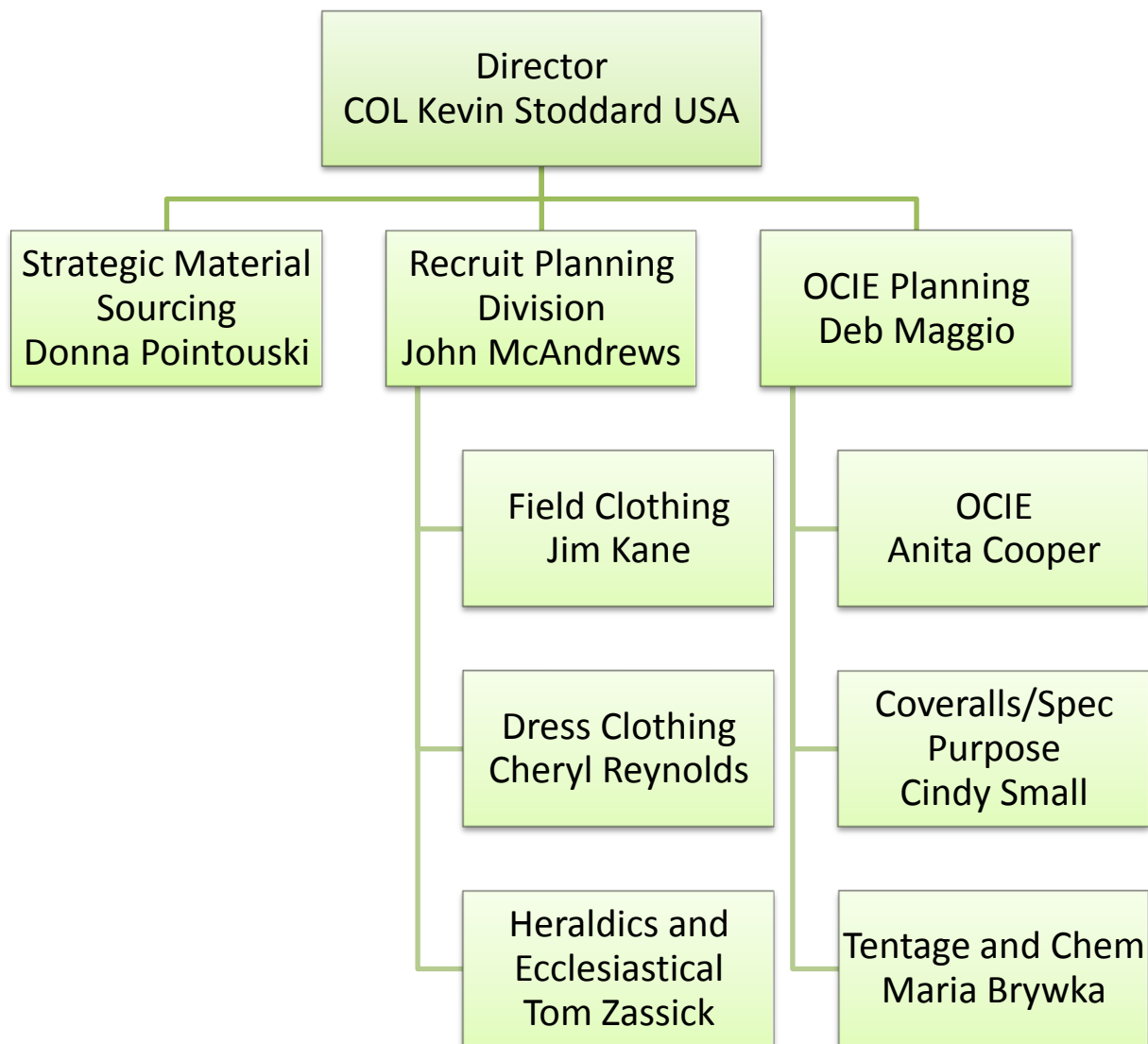


C&T Supplier Ops





Plans and Integration





C&T Strategic Presence

- Proactive solutions to meet customer expectation
- Enhances actionable intelligence
- Forward presence at customer location and distribution sites



DSCP Customer Rep

- MCRD SD - Beverly Anderson
- MCRD PI - Andrew Rubis
- Great Lakes NTC - Sheila Mattio
- Lackland AFB - Maryann Sweeney
- Ft Jackson - Gerald Iuliucci
- Ft Sill - Patti Berkeiser
- Ft Leonard Wood - Gerald Iuliucci
- Ft Knox - Kathleen Burke
- Ft Benning - Diane Douse
- Cape May - Patti Neill
- Army OCIE - Lisa Raucheisen
- USMC - Kevin Fitzpatrick

Last 30 months
RTC fill rate rose from
80% to >99%

CIIP VVM

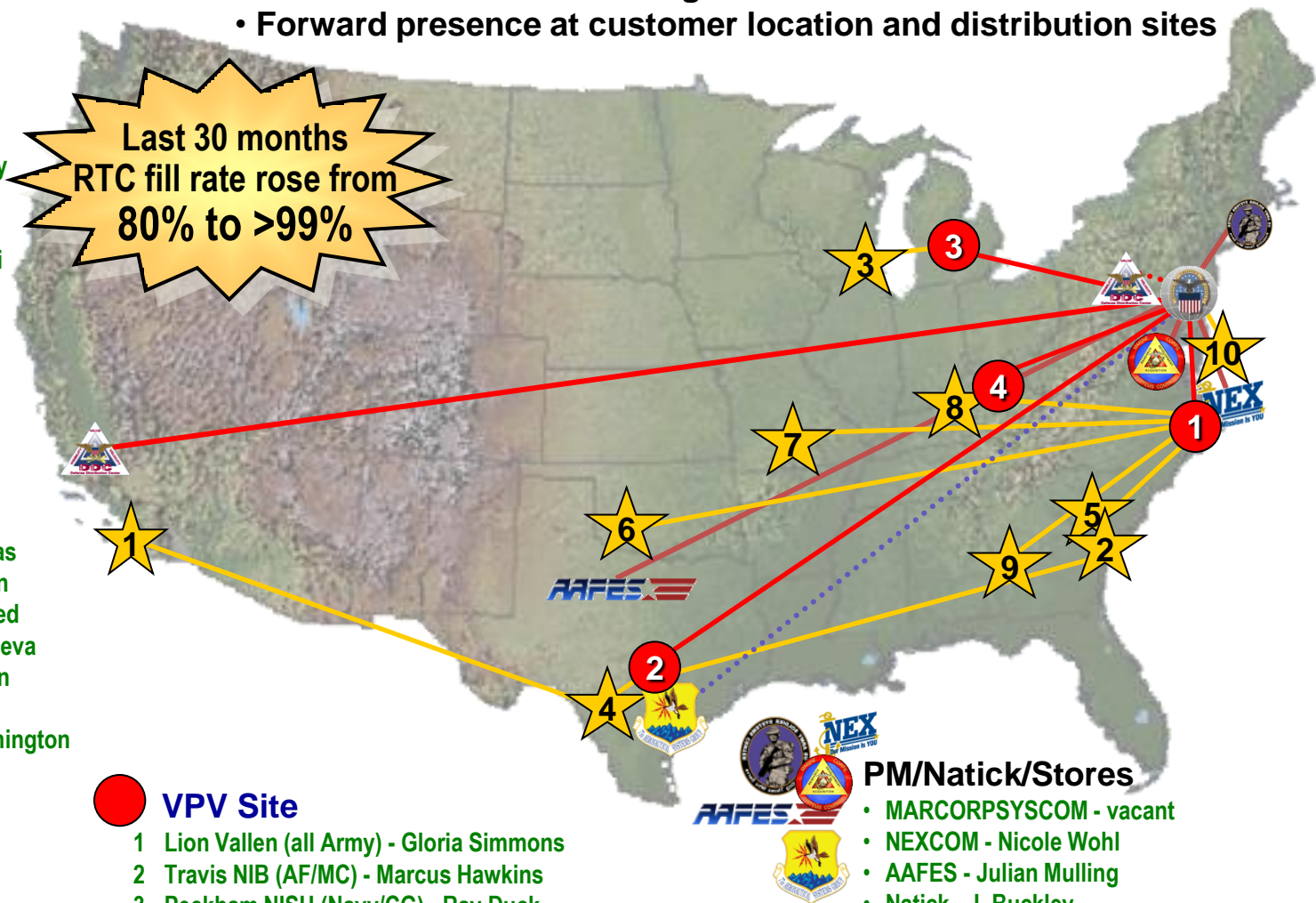
- 1 MC San Diego - Manny Areanas
- 2 MC Parris Island - Chris Bacon
- 3 Great Lakes NTC - not assigned
- 4 Lackland AFB - Ruben Villanueva
- 5 Ft Jackson - Anthony Coleman
- 6 Ft Sill - Ronald Harris
- 7 Ft Leonard Wood - Tony Washington
- 8 Ft Knox - Lanessa Ferguson
- 9 Ft Benning - Stromie Huff
- 10 Cape May - not assigned

VPV Site

- 1 Lion Vallen (all Army) - Gloria Simmons
- 2 Travis NIB (AF/MC) - Marcus Hawkins
- 3 Peckham NISH (Navy/CG) - Ray Duck
- 4 KYLOC - vacant

PM/Natick/Stores

- MARCORPSYSCOM - vacant
- NEXCOM - Nicole Wohl
- AAFES - Julian Mulling
- Natick - J. Buckley
- USAF PM Office - vacant
- PEO Soldier - vacant





How to do Business with Us

- DSCP Web site
 - <http://www.dscp.dla.mil>
 - Points of contact
 - Product lines
- Small Business Office Web site
 - <http://www.dscp.dla.mil/sbo/socio.asp>
 - General guidance concerning how to do business with DSCP
- Central Contract Registration (CCR)
 - <http://www.ccr.gov>
 - Required validation contractors working with Government
- Federal Business Opportunities (FEDBIZOPPS)
 - <https://www.fbo.gov>
- DLA Internet Bid Board System (DIBBS)
 - <https://www.dibbs.bsm.dla.mil>
 - Solicitations, drawings, specifications and standards listed... can be downloaded



DSCP Small Business Office

- FY09... \$900M total small business contract dollars
 - HUBZone small business... \$260M
 - Women-owned small business... \$112M
 - Small Disadvantaged business... \$240M
 - Veteran-owned small business... \$103M
- Small businesses are vital components of the domestic industrial base
 - In 2009 over 49% of C&T items were from domestic small businesses (30% DSCP)
 - Many small businesses met the rapidly escalating demand for OIF/OEF



Best Value Strategy

Evaluation of source(s) whose proposal offers the greatest (best) value to the Government in terms of quality, performance, risk management, cost or price and other factors

- Delinquencies reduced
- Long term relationships built
- Defaults virtually eliminated



95% of C&T contracts are awarded via Best Value



The Elements of Best Value

(in relative order of importance)

- Product Demonstration Model
- Past Performance
- Technical Proposal
- Socio-economic Factor (>\$500k)
- Price Proposal



Contracts normally consist of a base year with options for 1 to 4 additional years



Stages in a Best Value Buy

- Synopsis in FEDBIZOPs
- Solicitation opening to closing
- Evaluation of initial offers
- Competitive range determination*
- Discussions*
- Final Proposal revisions*
- Award

* Does not apply if we award on initial offers



Succeeding at Best Value

- Check your PDM against the patterns and specifications to ensure accuracy
- Your Past Performance rating is critical
- If issues arise, **seek** to mitigate quickly... you **can** recover
- Explain any problems in your proposal... including how you recovered
- Offer competitive pricing... we may award on initial offers